

2045369400

PM-USA SECOND QUARTER FORECAST PERFORMANCE  
VS. ORIGINAL BUDGET

	<u>2Q</u>	<u>YTD</u>
ACTUAL	57.9	107.5
FORECAST	52.0	99.4
DIFF	5.8	8.1

EXPLANATION

CONSUMER TAKEAWAY	2.4	4.5
MARLBORO PROMOTION(5 FOR 4)	1.6	1.6
NO PAYBACK	0.0	-2.8
MCLANE	1.5	2.7
MICHIGAN ACCOUNTS	-0.7	0.0
OTHER ACCOUNT LIFO ORDERS AND EXCESS	1.0	2.1
<b>TOTAL</b>	<b>5.8</b>	<b>8.1</b>

UNITS IN BILLIONS  
FINAL